EXHIBIT "A"

	2:02	ov 02747 PRS Document 20.2		led 05/28/2004 Page 2 of 5
l .		cv-03747-RBS Document 39-2	1	16
1	•	u held prior to today that you no	1	to say, it has not gone very far. But
2	longer h		2	the design of the company was to obviate
3		At one point in the 1982	3	card counting at the blackjack tables.
4		1990 timeframe I owned an	4	The idea was intriguing so it seemed like
5		ent property at the seashore in	5	a reasonable investment. At the present
6		sey. And I owned a car wash	6	time I can't recall any other companies
7	property	in Maple Glen.	7	in which I have been a shareholder.
8	Q.	And is that the car wash	8	Q. What was the company that
9	propert	y that's at issue in this	9	held the Maple Glen car wash?
10	litigatio	n?	10	A. It was called Executive Car
11	A.	Yes.	11	Wash.
12	Q.	Are you a shareholder in any	12	Q. And was that a
13	privatel	y-held companies presently?	13	privately-held company?
14	A.	Presently, no.	14	A. Yes.
15	Q.	Prior have you been a	15	Q. And were you the sole owner
16	shareho	lder in any privately-held	16	of that one?
17	compan	ies?	17	A. Yes.
18	Ā.	Yes.	18	Q. And were there any officers
19	Q.	And what were they?	19	or directors of that company?
20	Ā.	I was a shareholder in a	20	A. At the time I was the
21	company	y called Tri-State Quick Lube,	21	president of the company. Another
22		as a corporation in which I was an	22	officer was my wife at the time.
23		, whose purpose it was to	23	Q. What was her name?
24		properties and open up	24	A. Marilyn.
				•
			i	
		. 15		17
1	franchise	es in the quick lube business.	1	Q. Marily Pappas?
1 2	franchise Q.		2	Q. Marily Pappas?A. Yes. And I don't recall if
		es in the quick lube business. Is that like Jiffy Lube? Yes.	2 3	Q. Marily Pappas? A. Yes. And I don't recall if there were any other officers. Which
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1	A. Yes.	1	A. The carrier to the best of
2	Q. And is that when you learned	2	my knowledge was Fireman's Fund.
3	that it had been an ARCO service station?	3	Q. Did you use an insurance
4	A. Yes. I had learned it was a	4	agent to acquire this?
5	gas station; I don't recall when I	5	A. Yes.
6	identified it as being ARCO.	6	Q. Do you recall his name or
7	Q. Okay.	7	her name?
8	A. But I learned it to be a	8	A. No.
9		9	Q. Do you recall the agency
10	previous gas station. Q. So in 1989 at the time of	10	name?
	<u> </u>	11	
11	that title search you learned that the	12	A. The agency with whom I did most business at that time for our
12	site you were applying had been a gas station?	13	
13			personal residence, for the seashore
14	A. Yes.	14	residence and my office building was the
15	Q. Was Mr. Haug the owner of	15	Paul Hertel Company.
16	the gas station at some point in time?	16	Q. How do you spell that last
17	A. I don't know.	17	name?
18	Q. At the time you did the	18	A. H-e-r-t-e-l.
19	title search, did the bank require any	19	Q. Okay.
20	investigation into the prior gas station	20	A. And if it was not they, it
21	business, such as underground storage	21	could have been the Posse Walsh Company.
22	tanks or environmental issues with	22	Posse is P-o-s-s-e, Walsh is W-a-l-s-h.
23	regards to you acquiring that property?	23	Q. What's the address of the
24	A. No.	24	Paul Hertel Company?
	31	1	NAD IZADIICTINI. 2nd and
1	Q. The bank never asked for any	1	MR. KAPUSTIN: 3rd and
2	Q. The bank never asked for any Phase 1, does that ring a bell, Phase 1	2	MR. KAPUSTIN: 3rd and Walnut.
2 3	Q. The bank never asked for any Phase 1, does that ring a bell, Phase 1 evaluation?	2 3	MR. KAPUSTIN: 3rd and Walnut. THE WITNESS: Hertel, it's
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2 3 4 5 6 7 8 9 10 11 12 13 14 15 16 17 18 19 20 21 22	Phase 1, does that ring a bell, Phase 1 evaluation? A. Not when I did the initial financing. Q. How about when you did the permanent financing? A. When I refinanced in 1992, it was the first time they had asked for a Phase 1 study or an environmental study. Q. And what bank asked for that? A. I believe it was the same bank I placed the permanent financing and that was Fidelity Bank. And at that point they may have been called First Union or First Fidelity, but I believe it was called Fidelity Bank. Q. At the time you purchased the property in 1988 did you acquire insurance on the property?	2 3 4 5 6 7 8 9 10 11 12 13 14 15 16 17 18 19 20 21 22	MR. KAPUSTIN: 3rd and Walnut. THE WITNESS: Hertel, it's on Walnut Street in Philadelhia. MR. HAMILTON: 3rd and Walnut? MR. KAPUSTIN: I think so. THE WITNESS: Yes. And the Posse Walsh Agency was located in Blue Bell. BY MR. HAMILTON: Q. Do you have the street name? A. I don't recall. Q. So you're saying that you acquired your insurance for your personal residence as well as your businesses through one of those two agencies? A. Yes. Q. At the time you insured the car wash property, did you fill out an application for insurance? A. I don't recall.
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1	statement reflects the sale of this	1	"Option To Purchase" "Sanco Ventures,"
2	property; is that correct?	2	"233,633"?
3	A. Yes.	3	A. Yes.
4	Q. And that would be the date	4	Q. So that money went to
5	of this document, January 8, 2001?	5	Mr. Sannuti, Sannuti's company?
6	A. That's correct.	6	A. Sanco Ventures.
7	Q. And you instituted legal	7	Q. And that's because he had
8	action against Mr. Carney on June 13,	8	already made a prior arrangement with you
9	2002; is that correct? Mr. Carney's	9	on the lease purchase agreement; correct?
10	company.	10	A. Yes.
11	A. Yes.	11	Q. So you had already received
12	Q. And at the time of your	12	money from Mr. Sannuti in consideration
13	instituting the legal action, you are not	13	for that agreement?
14	the owner of the property any longer or	14	A. I had not already received
15	have any interest in that property; is	15	the payment. His agreement with me was
16	that correct?	16	to pay me \$518,000 originally plus rent.
17	A. That's correct.	17	Because of the problems that occurred
18	Q. The document we have marked	18	here with this property, he reduced the
19	as Pappas-2, is that familiar? Are you	19	the price to \$418,000 to me and didn't
20	familiar with this document (indicating)?	20	pay the rent according to the schedule.
21	A. Yes, I am.	21	So what I received here was \$100,000 less
22	Q. In the first column,	22	than what I should have received.
23	"Summary Of Borrower's Transaction," it	23	Q. Was there any upfront cash
24	says "Gross Amount Due From Borrower:	24	from Mr. Sanutti at the time of the lease

	0.1		
1	91 \$656 602 50 " Do you see that?	1	nurchase agreement?
1	\$656,602.50." Do you see that?	1 2	purchase agreement?
2	\$656,602.50." Do you see that? A. Yes.	2	purchase agreement? A. \$50,000 for prepayment of
2 3	\$656,602.50." Do you see that? A. Yes. Q. Is that how much you	2 3	purchase agreement? A. \$50,000 for prepayment of rent, yes.
2 3 4	\$656,602.50." Do you see that? A. Yes. Q. Is that how much you received for the property?	2	purchase agreement? A. \$50,000 for prepayment of rent, yes. Q. For prepayment of rent. So
2 3 4 5	\$656,602.50." Do you see that? A. Yes. Q. Is that how much you received for the property? A. No.	2 3 4 5	purchase agreement? A. \$50,000 for prepayment of rent, yes. Q. For prepayment of rent. So then when he collected the rent he would
2 3 4 5 6	\$656,602.50." Do you see that? A. Yes. Q. Is that how much you received for the property? A. No. Q. How much did you sell the	2 3 4 5 6	purchase agreement? A. \$50,000 for prepayment of rent, yes. Q. For prepayment of rent. So then when he collected the rent he would just keep it?
2 3 4 5 6 7	\$656,602.50." Do you see that? A. Yes. Q. Is that how much you received for the property? A. No. Q. How much did you sell the property for?	2 3 4 5	purchase agreement? A. \$50,000 for prepayment of rent, yes. Q. For prepayment of rent. So then when he collected the rent he would
2 3 4 5 6 7 8	\$656,602.50." Do you see that? A. Yes. Q. Is that how much you received for the property? A. No. Q. How much did you sell the property for? A. \$418,000.	2 3 4 5 6 7	purchase agreement? A. \$50,000 for prepayment of rent, yes. Q. For prepayment of rent. So then when he collected the rent he would just keep it? A. He's not the lessor, he's
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2 3 4 5 6 7 8 9	\$656,602.50." Do you see that? A. Yes. Q. Is that how much you received for the property? A. No. Q. How much did you sell the property for? A. \$418,000. Q. And was that money from	2 3 4 5 6 7 8 9	purchase agreement? A. \$50,000 for prepayment of rent, yes. Q. For prepayment of rent. So then when he collected the rent he would just keep it? A. He's not the lessor, he's the lessee. Q. So you picked up \$50,000?
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2 3 4 5 6 7 8 9 10	\$656,602.50." Do you see that? A. Yes. Q. Is that how much you received for the property? A. No. Q. How much did you sell the property for? A. \$418,000. Q. And was that money from Mr. Sannuti or from Mr. Bets? A. \$418,000 was received from	2 3 4 5 6 7 8 9 10	purchase agreement? A. \$50,000 for prepayment of rent, yes. Q. For prepayment of rent. So then when he collected the rent he would just keep it? A. He's not the lessor, he's the lessee. Q. So you picked up \$50,000? A. At the time of the lease purchase application.
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2 3 4 5 6 7 8 9 10 11 12 13 14 15 16 17	\$656,602.50." Do you see that? A. Yes. Q. Is that how much you received for the property? A. No. Q. How much did you sell the property for? A. \$418,000. Q. And was that money from Mr. Sannuti or from Mr. Bets? A. \$418,000 was received from this agreement with Mr. Bets. Q. Okay. A. Mr. Sannuti exercised an agreement with Mr. Bets I presume in order to sell the property to him directly.	2 3 4 5 6 7 8 9 10 11 12 13 14 15 16 17	purchase agreement? A. \$50,000 for prepayment of rent, yes. Q. For prepayment of rent. So then when he collected the rent he would just keep it? A. He's not the lessor, he's the lessee. Q. So you picked up \$50,000? A. At the time of the lease purchase application. Q. Plus another \$418,000? A. Correct. Q. And on line 1308, this \$40,000 escrow, Gary Zlotnik, Esquire? A. Yes. Q. Is that the \$40,000 that is
2 3 4 5 6 7 8 9 10 11 12 13 14 15 16 17 18	\$656,602.50." Do you see that? A. Yes. Q. Is that how much you received for the property? A. No. Q. How much did you sell the property for? A. \$418,000. Q. And was that money from Mr. Sannuti or from Mr. Bets? A. \$418,000 was received from this agreement with Mr. Bets. Q. Okay. A. Mr. Sannuti exercised an agreement with Mr. Bets I presume in order to sell the property to him directly. Q. So Mr. Sannuti got \$238,000.	2 3 4 5 6 7 8 9 10 11 12 13 14 15 16 17 18	purchase agreement? A. \$50,000 for prepayment of rent, yes. Q. For prepayment of rent. So then when he collected the rent he would just keep it? A. He's not the lessor, he's the lessee. Q. So you picked up \$50,000? A. At the time of the lease purchase application. Q. Plus another \$418,000? A. Correct. Q. And on line 1308, this \$40,000 escrow, Gary Zlotnik, Esquire? A. Yes. Q. Is that the \$40,000 that is alluded to in the General Release, Pappas
2 3 4 5 6 7 8 9 10 11 12 13 14 15 16 17 18 19	A. Yes. Q. Is that how much you received for the property? A. No. Q. How much did you sell the property for? A. \$418,000. Q. And was that money from Mr. Sannuti or from Mr. Bets? A. \$418,000 was received from this agreement with Mr. Bets. Q. Okay. A. Mr. Sannuti exercised an agreement with Mr. Bets I presume in order to sell the property to him directly. Q. So Mr. Sannuti got \$238,000. He got the difference from the \$418,000	2 3 4 5 6 7 8 9 10 11 12 13 14 15 16 17 18 19	purchase agreement? A. \$50,000 for prepayment of rent, yes. Q. For prepayment of rent. So then when he collected the rent he would just keep it? A. He's not the lessor, he's the lessee. Q. So you picked up \$50,000? A. At the time of the lease purchase application. Q. Plus another \$418,000? A. Correct. Q. And on line 1308, this \$40,000 escrow, Gary Zlotnik, Esquire? A. Yes. Q. Is that the \$40,000 that is alluded to in the General Release, Pappas document number 1?
2 3 4 5 6 7 8 9 10 11 12 13 14 15 16 17 18 19 20	A. Yes. Q. Is that how much you received for the property? A. No. Q. How much did you sell the property for? A. \$418,000. Q. And was that money from Mr. Sannuti or from Mr. Bets? A. \$418,000 was received from this agreement with Mr. Bets. Q. Okay. A. Mr. Sannuti exercised an agreement with Mr. Bets I presume in order to sell the property to him directly. Q. So Mr. Sannuti got \$238,000. He got the difference from the \$418,000 and the \$656,00?	2 3 4 5 6 7 8 9 10 11 12 13 14 15 16 17 18 19 20	purchase agreement? A. \$50,000 for prepayment of rent, yes. Q. For prepayment of rent. So then when he collected the rent he would just keep it? A. He's not the lessor, he's the lessee. Q. So you picked up \$50,000? A. At the time of the lease purchase application. Q. Plus another \$418,000? A. Correct. Q. And on line 1308, this \$40,000 escrow, Gary Zlotnik, Esquire? A. Yes. Q. Is that the \$40,000 that is alluded to in the General Release, Pappas document number 1? A. Yes, it is.
2 3 4 5 6 7 8 9 10 11 12 13 14 15 16 17 18 19 20 21	A. Yes. Q. Is that how much you received for the property? A. No. Q. How much did you sell the property for? A. \$418,000. Q. And was that money from Mr. Sannuti or from Mr. Bets? A. \$418,000 was received from this agreement with Mr. Bets. Q. Okay. A. Mr. Sannuti exercised an agreement with Mr. Bets I presume in order to sell the property to him directly. Q. So Mr. Sannuti got \$238,000. He got the difference from the \$418,000 and the \$656,00? A. I don't see the settlement	2 3 4 5 6 7 8 9 10 11 12 13 14 15 16 17 18 19 20 21	purchase agreement? A. \$50,000 for prepayment of rent, yes. Q. For prepayment of rent. So then when he collected the rent he would just keep it? A. He's not the lessor, he's the lessee. Q. So you picked up \$50,000? A. At the time of the lease purchase application. Q. Plus another \$418,000? A. Correct. Q. And on line 1308, this \$40,000 escrow, Gary Zlotnik, Esquire? A. Yes. Q. Is that the \$40,000 that is alluded to in the General Release, Pappas document number 1? A. Yes, it is. Q. So this depicts you got
2 3 4 5 6 7 8 9 10 11 12 13 14 15 16 17 18 19 20 21 22	A. Yes. Q. Is that how much you received for the property? A. No. Q. How much did you sell the property for? A. \$418,000. Q. And was that money from Mr. Sannuti or from Mr. Bets? A. \$418,000 was received from this agreement with Mr. Bets. Q. Okay. A. Mr. Sannuti exercised an agreement with Mr. Bets I presume in order to sell the property to him directly. Q. So Mr. Sannuti got \$238,000. He got the difference from the \$418,000 and the \$656,00? A. I don't see the settlement sheet here. But if that's what you say,	2 3 4 5 6 7 8 9 10 11 12 13 14 15 16 17 18 19 20 21 22	A. \$50,000 for prepayment of rent, yes. Q. For prepayment of rent. So then when he collected the rent he would just keep it? A. He's not the lessor, he's the lessee. Q. So you picked up \$50,000? A. At the time of the lease purchase application. Q. Plus another \$418,000? A. Correct. Q. And on line 1308, this \$40,000 escrow, Gary Zlotnik, Esquire? A. Yes. Q. Is that the \$40,000 that is alluded to in the General Release, Pappas document number 1? A. Yes, it is. Q. So this depicts you got the \$418,00 plus you got \$50,000 in
2 3 4 5 6 7 8 9 10 11 12 13 14 15 16 17 18 19 20 21 22 23	A. Yes. Q. Is that how much you received for the property? A. No. Q. How much did you sell the property for? A. \$418,000. Q. And was that money from Mr. Sannuti or from Mr. Bets? A. \$418,000 was received from this agreement with Mr. Bets. Q. Okay. A. Mr. Sannuti exercised an agreement with Mr. Bets I presume in order to sell the property to him directly. Q. So Mr. Sannuti got \$238,000. He got the difference from the \$418,000 and the \$656,00? A. I don't see the settlement sheet here. But if that's what you say, it looks to me on the second page that —	2 3 4 5 6 7 8 9 10 11 12 13 14 15 16 17 18 19 20 21 22 23	A. \$50,000 for prepayment of rent, yes. Q. For prepayment of rent. So then when he collected the rent he would just keep it? A. He's not the lessor, he's the lessee. Q. So you picked up \$50,000? A. At the time of the lease purchase application. Q. Plus another \$418,000? A. Correct. Q. And on line 1308, this \$40,000 escrow, Gary Zlotnik, Esquire? A. Yes. Q. Is that the \$40,000 that is alluded to in the General Release, Pappas document number 1? A. Yes, it is. Q. So this depicts you got the \$418,00 plus you got \$50,000 in settlement charges; is that correct?
2 3 4 5 6 7 8 9 10 11 12 13 14 15 16 17 18 19 20 21 22	A. Yes. Q. Is that how much you received for the property? A. No. Q. How much did you sell the property for? A. \$418,000. Q. And was that money from Mr. Sannuti or from Mr. Bets? A. \$418,000 was received from this agreement with Mr. Bets. Q. Okay. A. Mr. Sannuti exercised an agreement with Mr. Bets I presume in order to sell the property to him directly. Q. So Mr. Sannuti got \$238,000. He got the difference from the \$418,000 and the \$656,00? A. I don't see the settlement sheet here. But if that's what you say,	2 3 4 5 6 7 8 9 10 11 12 13 14 15 16 17 18 19 20 21 22	A. \$50,000 for prepayment of rent, yes. Q. For prepayment of rent. So then when he collected the rent he would just keep it? A. He's not the lessor, he's the lessee. Q. So you picked up \$50,000? A. At the time of the lease purchase application. Q. Plus another \$418,000? A. Correct. Q. And on line 1308, this \$40,000 escrow, Gary Zlotnik, Esquire? A. Yes. Q. Is that the \$40,000 that is alluded to in the General Release, Pappas document number 1? A. Yes, it is. Q. So this depicts you got the \$418,00 plus you got \$50,000 in